

## Message Text

UNCLASSIFIED

PAGE 01 LA PAZ 02701 131823Z  
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----140313Z 057946 /72

R 131745Z APR 77  
FM AMEMBASSY LA PAZ  
TO SECSTATE WASHDC 4854  
INFO USDOC WASHDC

UNCLAS LA PAZ 2701

E.O. 11652: N/A  
TAGS: BPRO, BL, CS, ES, PE  
SUBJ: FOREIGN LICENSING OPPORTUNITY: AMERICAN CAN COMPANY:  
METAL CANS: OPPORTUNITY NO. 2-77-010

REF: STATE A-831

1. THERE ARE NO EXISTING CANMANUFACTURING PLANTS IN BOLIVIA  
THOUGH BOLIVIA'S SECOND LARGEST BREWERY, CERVECERIA TAQUINA,  
RECENTLY SIGNED A LICENSE AGREEMENT WITH A VERY WELL  
KNOWN U.S. FIRM TO PRODUCE METAL CANS.

2. FOLLOWING FIRMS ARE INTERESTED IN CORRESPONDING:

A. ADOLFO LINARES Y ASOCIADOS S.A.  
P.O. BOX 2077  
LA PAZ, BOLIVIA  
TLX: BX 5486  
PHONE: 43767  
CONTACT: ADOLFO LINARES  
COMMENT: THIS IS A BUSINESS DEVELOPMENT FIRM. MR. LINARES,  
A FORMER PRESIDENT OF CAF (ANDEAN DEVELOPMENT CORPORATION),  
IS WELL REGARDED AMONG LOCAL AND LATIN-  
AMERICAN BUSINESS COMMUNITY. FIRM'S PAID-IN CAPITAL  
IS EQUIVALENT TO US \$5 MILLION. MR. LINARES IS  
OWNER AND/OR SHAREHOLDER OF: CIFIBOL LTDA., AN  
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 LA PAZ 02701 131823Z

IMPORTER AND DISTRIBUTOR OF PLASTICS MATERIALS AND  
RESINGS, HEAT EXCHANGERS, STEAM CONDENSERS, MOTOR  
VEHICLES AND BUSES, ETC.; SAN PETROL LTDA., IMPORTER  
AND DISTRIBUTOR OF PETROLEUM EQUIPMENT; CONSULTORA  
ANDINA-CONANDINA LTDA., A CONSULTING FIR SPECIALIZED  
IN AGROINDUSTRY PROJECTS; FINANCIERA BOLIVIANA  
NACIONAL S.A., A FINANCING INSTITUTION THAT

WILL SHORTLY BEGIN OPERATIONS IN BOLIVIA; INDUSTIRAS SAVOY, A MANUFACTURER OF CHOCOLATE BARS AND OTHER FOOD PREPARATIONS PRESENTLY OPERATING IN CARACAS, VENEZUELA AND SOON TO OPEN A BRANCH IN LA PAZ; NAGLIA S.A., DISTRIBUTOR AND EXPORTER OF SILOS AND EQUIPMENT FOR THE FOOD INDUSTRY IS OPERATING IN BUENOS AIRES, ARGENTINA. MR. LINARES IS HIGHLY INTERESTED IN DISCUSSING AMERICAN CAN COMPANY'S PROPOSAL IN ORDER TO INSTALL A CAN MANUFACTURING PLANT TO PROVIDE CONTAINERS TO LOCAL USERS.

B. CERVECERIA BOLIVIANA NACIONAL S.A.

CASILLA 421, AV. MONTES 400

LA PAZ, BOLIVIA

TLX: BX 5480

PHONE: 55551

CONTACT: FREDERICH J. BOLD

COMMENT: THIS IS BOLIVIA'S LEADING BREWERY. YEARLY NET PROFITS ARE US \$10 MILLIONS. QUANTITY OF PRODUCT IS HIGHLY REGARDED BY BOTH BOLIVIANS AND VISITORS. FIRM RECENTLY STARTED PRODUCTION OF CANNED BEER USING IMPORTED METAL CANS. FIRM'S EXECUTIVES HAVE PLANS TO INSTALL ITS OWN CAN MANUFACTURING PLANT. THEY ARE INTERESTED IN AMERICAN CAN.

C. FABRICA NACIONAL DE CONSERVAS DILLMAN

CASILLA 169, AV. PERU 3177

COCHABAMBA, BOLIVIA

TLX: BX 5908

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 LA PAZ 02701 131823Z

PHONE: 24028

CONTACT: ROBERTO PENA

COMMENT: THIS IS BOLIVIA'S LEADING MANUFACTURER OF CANNED MEAT AND CANNED FRUITS AND VEGETABLES. THEY PLAN TO INSTALL A CANNING FACILITY. MR. PENA IS INTERESTED IN DISCUSSING AMERICAN CAN COMPANY'S PROPOSAL.

D. COMITE DE OBRAS PUBLICAS DE SANTA CRUZ

CASILLA 218

SANTA CRUZ, BOLIVIA

PHONE: 28381

CONTACT: RAUL QUINTELA V., PRESIDENT

COMMENT: THIS IS THE PUBLIC WORKS DEVELOPMENT COMMITTEE OF SANTA CRUZ, BUT IT IS ALSO AN INDUSTRIAL DEVELOPING INSTITUTION BEING VERY ACTIVE IN SUPPORTING AND PARTICIPATING IN THE SANTA CRUZ AREA ECONOMIC DEVELOPMENT INCLUDING ESTABLISHING FOOD PROCESSING PLANTS. COMMITTEE'S DERIVES INCOME FROM ELEVEN PERCENT ROYALTY

RECEIPTS COLLECTED FROM SANTA CRUZ PETROLEUM AND GAS  
PRODUCTION. THIS REVENUE EXCEEDS US \$30 MILLION PER  
YEAR. COMMITTEE'S HAS PLANS TO INSTALL A PLANT TO PRODUCE  
TIN CANS FROM TIN PLATE FOR PACKAGING FRUITS AND  
VEGETABLES. APPEARS COMMITTEE WILL SOON ISSUE TENDER.  
AS SOON AS ISSUED IT WILL BE REPORTED TO USDOC. WE  
SUGGEST AMERICAN CAN COMPANY WRITE DIRECTLY TO THE  
COMITE TO PARTICIPATE IN THE PROJECT.  
STEDMAN

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BPRO  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 13-Apr-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977LAPAZ02701  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** n/a  
**Format:** TEL  
**From:** LA PAZ  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1977/newtext/t19770459/aaaabzlb.tel  
**Line Count:** 125  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE  
**Message ID:** 3937b2a5-c288-dd11-92da-001cc4696bcc  
**Office:** ACTION ARA  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 77 STATE A-831  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 02-Nov-2004 12:00:00 am  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2812359  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** FOREIGN LICENSING OPPORTUNITY: AMERICAN CAN COMPANY: METAL CANS: OPPORTUNITY NO. 2-77-010  
**TAGS:** BL, CS, ES, PE  
**To:** SECSTATE WASHDC  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/3937b2a5-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
22 May 2009  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009